

# *Synthetic Ballistics Gelatin Manufacturer Expands Into France*

## Company Overview

[Clear Ballistics LLC](#) is an American company based in Fort Smith, Arkansas, that specializes in the manufacturing of 100% clear synthetic ballistics gelatin. Clear Ballistics also manufactures a broad range of products and accessories used for ballistics gelatin such as molds, testing supplies and ballistics dummies.



## The Business Challenge

Clear Ballistics indicated a desire to expand their global reach and increase revenue by potentially starting to sell their products to the French government.

## Assistance Provided

Beginning in late 2015, the U.S. Export Assistance Center in Little Rock, Arkansas, facilitated conversations between Clear Ballistics and U.S. Foreign Commercial Service (FCS) offices around the world to obtain market assessments for their ballistic gelatin and identify potential partners. In late 2015, Clear Ballistics participated as an exhibitor in the [Milipol Paris](#) Trade Fair, an industry-leading event dedicated to homeland security, where FCS Commercial Specialist Cara Boulesteix joined them to discuss business goals. At this same trade show, Ms. Boulesteix promoted Clear Ballistics products to the French police who had expressed an interest.

In June 2016, Clear Ballistics participated in [Eurosatory](#), an international defense and security exhibition in Paris, where they met with Office of Textiles and Apparel Trade Specialist Mary Lynn Landgraf and Ms. Boulesteix, who had recruited the company to participate in the show. Ms. Boulesteix introduced Clear Ballistics to a supplier for the French police, Equipments des Métiers de la Défense (EMD). Since that initial meeting, EMD and Clear Ballistics have concluded a contract to handle outreach and sales to the French National Police and Gendarmerie.



## The Result

Thanks to FCS assistance, Clear Ballistics was able to make the connections needed to successfully enter the French market.